



PR/158389 | Relationship Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1514504

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

February 4th, 2025 10:01

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company and Job Overview

One of the well-known banks is looking for Relationship Manager to maintain and grow bank's customer base. Provide clients with financial advice and guidance on banking investment products to meet their needs. Identify new business opportunities & promoting bank products.

Job Responsibilities

- Acquire and manage customer relationships by providing financial planning advice in a sales oriented environment.
- Manage customer relationships and deliver excellent service to secure repetitive business.
- Provide financial planning advice to customers - focusing on Wealth Management Products.
- Take initiative and run activities to source leads.
- Keep abreast of customers' need and market trends and competitors' programme offers and activities for targeted customers regularly.
- Liaise with customers and convert leads to sales.

Job Requirements

- Degree / Diploma holders in any discipline.
- Minimum 2 – 3 years of working experience in a branch sales environment.
- Possess the compulsory licenses such as IPPC, FIMM, PCE, CEILLI, TBE, etc.
- Result oriented, passionate with marketing and willing to adopt to new things

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Company Description